

# Sales Volume Rose by 4.6 Percent in Heber City Last Year

5 July 1984

Business volume, as measured by local sales tax receipts, rose by 4.6% in Heber City last year, according to a study just completed by Utah Foundation, the private tax research organization. The report emphasizes, however, that this change does not make allowance for inflation, which amounted to 3.2% in 1983.

Gross sales volume in Heber City during 1983 totaled \$34,457,000. This compares with \$32,928,000 in 1982, and \$30,114,000 in 1980, \$14,115,000 in 1975, and \$6,720,000 in 1970. The study cautions, however, that sales and use taxes collected on equipment and material purchases for one or two large construction projects in some of the smaller jurisdictions can sometimes distort sales volume information for the unit.

For the state as a whole, sales

volume rose by 6.7% last year. After adjusting for inflation, the effective gain was 3.3%. This compares with declines of 4.3% in 1982, 5.9% in 1980, and 0.5% in 1979. The only other gain registered during the past four years was in 1981 when adjusted sales volume rose by 3.0%.

The better-than-expected turnaround in Utah business activity last year has boosted state tax revenues above earlier projections. As a result, it is now expected that the state will conclude the present (1983-84) fiscal year with a surplus in excess of \$25 million, according to a recent estimate of the state budget offices.

Foundation analysts point out that the strength of the business recovery was gaining throughout 1983. Gross sales volume during the first quarter of 1983 was up only 1.4% over the corresponding period of 1982. The year-to-year gains rose by 5.5% in the second quarter, by 6.3% in the third quarter, and by 12.7% in the fourth quarter. This strong growth trend carried over into the early months of 1984. Gross sales in the first quarter of 1984 were approximately 17-18% higher than in the first quarter of 1983.

Although a strong turnaround in business activity developed in Utah last year, the report emphasizes that some areas of the state experienced business declines in 1983. For the most part, these were counties where there was a slowdown or cutback in energy development. The largest percentage declines took place in Emery-County-46.7%, Piute Co-

nty-33.0%, and Carbon County-26.8%. Millard County, on the other hand experienced an 89.0% increase in business activity last year. This reflected the activity surrounding the construction of the Intermountain Power Project (IPP) facility near Delta in Millard County.

Total sales volume in Utah during the 1983 calendar year, as measured by sales and use tax receipts, amounted to \$10.7 billion. This was equal to 73.1% of personal income for the year and was up slightly from the 72.7% recorded during the preceding year. In other words, these percentages indicate that Utahns were beginning to spend a larger portion of available income on taxable items in 1983 than was the case during 1982.

The Foundation report stresses, however, that the business activity figures shown in its analysis are not confined merely to retail sales. In fact, only about 52.8% of the reported sales volume during 1983 was for sales made through regular retail channels. Other important contributions to sales and use tax revenues were made by wholesale, manufacturing, utility, mining, construction, and service establishments. As a result, equipment and material purchases for sales volume data in some of the smaller counties of the state.

The report concludes by noting that while the gain in adjusted business volume for 1983 is encouraging, it still falls short of the much-larger percentage increases registered during many of the years in the 1970 decade.



17 feet above the present level.

This necessitates the removal of all the cabins in the area. The County Commissioners, Bureau of Reclamation and the Strawberry Water Users Association, have been arguing for months over which agency would take responsibility to make sure that the cabins and sanitation areas are cleaned up properly.

After much deliberation, it was finally decided that the BOR would issue a contractors bid. The contractor working with the County/City Health Department, would insure that the areas are cleaned up and patrolled properly.

We would encourage the Wasatch County Commission to stay on top of this clean-up. Make sure that there is nothing left behind, and that Strawberry Lake and Valley is restored to its natural beauty.

# Letters

## Family Disgruntled With Real Estate

Dear Editor:

By the time you print this, if indeed you do, we will have moved away from this beautiful valley. We will miss the good people we have met during our brief sojourn here.

We were impressed by the close, family relationships of the people here. However, we were dismayed at the bigotry this closeness encourages. It's not what you are but who you are related to. If you do not have a "valley" name, you are considered an interloper. "Big bucks" from California are readily accepted.


Coming from back east, we were shocked at the prices of even a modest home. \$40,000 - \$70,000

have failed miserably in your stewardship.

You know to whom I am addressing this letter - the ones we approached about owner financing and gave us replies like: "we're too old and need the money now;" "we're paying on another home and need the money now;" "we don't live in Heber and we need the money now."

Isn't a little bit of money better than nothing at all and having to pay taxes, make repairs, and pay for general upkeep on an empty house?

Next time you real estate "tycoons" are approached by someone of very modest means, put yourself in their shoes for a moment and imagine what they are facing - high interest rates, low



In our neighborhood seems like when one person starts something in the nature of cleanup or repairs, it becomes contagious and others start the same thing. Maybe it's called keeping up with the Jones'.

Many moons ago we decided to redo the kitchen in our domicile and that progressed to a complete remodeling of the bathroom. No sooner that was finished than we painted the outside of the house to make it more presentable.

While we were working on the bathroom one of the better half's friends came to visit. Naturally the visitor was interested in what we were doing and requested a grand tour of the house. Now that which we did was not and is not anything super, mostly just a lot of elbow grease and paint. But admittedly, the results are pleasant to look at.

When the visitor returned home

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